Sunset Air
INCORPORATED
ENERGY SERVICES DIVISION

ESCO STATEMENT OF QUALIFICATIONS

February 20, 2013

Prepared For

Washington State Department of Enterprise Services

Project No. 2013 - 133

ENERGY AUDITING . PERFORMANCE CONTRACTING . FACILITY MANAGEMENT

WE LEED

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ESCO SUMMARY

ESCO NAME AND ADDRESS

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Lacey, WA 98503

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OFFICERS

CEO-President:	Brian Fluetsch
Secretary, Treasurer:	Valerie Fluetsch

CORPORATE FOUNDING & ID

Founded:	1976
Incorporated:	1977
UBI:	600-240-865
WA Contractor License:	SUNSEA*220CM
WA L&I	363,781-00
Federal EIN:	91-0997053

Overview

Peter and Kathy Fluetsch founded Sunset Air in 1976. Since that time we have grown into one of the premier mechanical companies in the Northwest.

Today we employ over 180 people at our Lacey headquarters and branch location in South Bend.

37 Years in Business

Our design approach stresses high quality made affordable through smart engineering choices. We never lose sight of our primary objective: To exceed our customers' expectations by providing them with a cost-effective, high quality project.

Range of Services

Sunset Air is an integrated energy services company with the ability to self-perform a complete range of services in the markets we serve.

- Design/build HVAC
- LEED / Green Building Consulting
- Auditing
- Modeling
- Cost/benefit analysis
- Engineering & Design
- Financing
- Construction
- Renewable energy
- Commissioning
- Training
- Maintenance & service
- Monitoring/Verification
- Energy management systems (EMS)
- Guarantees
- Warranty enforcement

Sunset's LEED Gold Certified Sales & Administration Building

Facility Types

Sunset works in energy performance contracts and other energy upgrade projects, tenant improvements/remodels and new construction for a wide range of facility types:

- Office
- Education
- Healthcare
- Senior living & care
- Retail
- Worship
- Industrial
- Warehousing
- Recreation
- Mixed Use

We are a **BetterBricks Strategic Partner**. BetterBricks is an initiative of the Northwest Efficiency Energy Alliance (NEEA).

Sunset Air is one of only four Washington firms selected as a Strategic Partner, recognizing us as a leading energy services company. Our partnership with BetterBricks places additional cutting-edge expertise at our disposal to serve energy services clients.

Awards and Recognition

Sunset Air has been recognized on numerous occasions for industry excellence, corporate citizenship, and project achievements.

Solar power array on the LEED Platinum WPUDA headquarters

- **2012** **Environmental Protection Award** – Presented by the Rotary Club of Olympia, WA for outstanding service for a safer environment.
- **2011, 2010, 2009** **Carrier President's Award** – Carrier recognizes the outstanding Carrier dealers across the country for corporate excellence. Criteria for the award include sales volume, representation of the Carrier brand, performance measurements, and sound accounting practices. The award is given to less than 1% of all Carrier dealers each year.
- **2011** **PSE Energy Efficiency Action Award** – For leadership in the promotion and installation of energy efficient equipment.

- **2008** The LEED Platinum Washington PUD Association Headquarters project recognized with **Multiple Awards** (Sunset Air, LEED Certification Manager, and design/build HVAC contractor).
- Design-Build Institute of America **National Design-Build Award**.
- AGC **Build Washington Green Building Award**.
- Northwest Construction Magazine **Best of Washington Award**.
- **2008** Lacey Rotary **Ron Rowe Award for Energy Conservation and Environmental Leadership** for the LEED Gold Sunset Air Sales & Administration Building.
- **2008** Thurston County **Work Well Gold Level Employer** for employee health and wellness programs.
- **2008** Thurston County Chamber of Commerce **Green Business Award** for corporate contribution to sustainability.
- **2008** Thurston County EDC **J.T. Quigg Award** to Sunset Air founder and chairman Peter Fluetsch.
- **2007** **Carrier Corporation Hall of Fame** names Sunset Air founder and chairman Peter Fluetsch as the first-ever inductee.
- **2006** Association of Washington Business **Environmental Excellence for Education Award** for the LEED Gold Sunset Air Sales & Administration Building.
- **2006** American Institute of Architects **Merit Award** given to the Clarus Eye Centre project, (Sunset Air, design/build HVAC contractor).
- **2006** City of Tacoma **Outstanding Achievement in Historic Preservation** award to Milgard Foundation project, (Sunset Air, design/build HVAC contractor).
- **2002** Honeywell **Authorized Controls Integrator (ACI)**, highest DDC controls contractor classifications.
- **2001** **AGC Build Washington Awards** for Community Support Facility and Quinault Beach Resort projects, (Sunset Air, design/build HVAC contractor).
- **1999** Sheet Metal and Air Conditioning Contractors' Association (SMACNA) **National Contractor of the Year**.
- **1997** Carrier Corporation **Distinguished Dealer**, one of eight selected from of 1,100 applicants.
- **1997** Thurston County EDC **Corporate Employer of the Year**.

Experience

1. The ESCO's experience in auditing and identifying energy efficiency projects. Provide a list of all energy performance contracting projects completed in the past two years (if the ESCO has completed more than 15 projects within Washington State in the past 2 years, the ESCO may list just the Washington State projects, in either case the list should be no longer than the most recent 30 projects), including contract value, client contact and client phone number.

All Sunset projects (See Table 1) include audit, building modeling, Cost/benefit ROI analysis, design, financing evaluation, construction, TAB, commissioning, and M&V. Other services vary.

Sunset has been auditing and identifying energy opportunities for decades. Analyzing energy efficiency is a core part of our business, covering both energy upgrades to existing facilities and new construction projects. We have recent audit experience under the DES Energy program. Table 1 shows a list of recent Energy Savings Performance Contract projects, several of which include multiple facilities.

We are a leading design-build mechanical contractor, driven by innovative engineering. Our expertise often makes the difference in a project's financial viability, as well as in obtaining other objectives such as LEED certification, utility incentives, and energy efficiency grants from OSPI and the Department of Commerce.

At Willapa Valley Elementary School, Sunset obtained incentives and grants covering 75% of the project cost for the client agency.

Above: Roof mounted ductless split system heat pumps which heat each classroom.

Left: Fabric ducting in the multi-purpose room.

Table 1 - Energy Saving Performance Contract Projects

(Public Sector ESPC)

Project	Year	Contract Value	Contact Name & Phone Number	Utility Incentives	Dept of Commerce/ OSPI Grants	Project Description
Shelton Civic Center	2012	$ 425,660	Curt Johnson (Facilities Manager) 360-490-4544	$ 93,393	$ 105,000	Replacement of aging HVAC equipment, EMS/controls replacement, lighting upgrades, skylight upgrades.
Willapa Valley Elementary	2012	$ 220,176	Rob Friese (District Superintendent) 360-942-5855	$ 6,500	$ 158,000	Replacement of oil fired boiler with HP technology and heat recovery ventilators for ventilation. New controls, lighting upgrades, crawlspace insulation.
Jefferson Middle School	2012	$ 387,902	Paul Clark (District Project Manager) 360-596-8567	$ 14,442	$ 18,133	Upgraded EMS/controls, replacement of gas furnaces and related ducting revisions
Centennial Elementary	2012	$ 2,650,226	Paul Clark (District Project Manager) 360-596-8568	$ 98,671	$ 123,888	Replacement of electric furnaces with high efficiency gas furnaces, EMS/controls upgrade, complete replacement of fiberglass ducting system, addition of mechanical platforms for better service access.
Lincoln Elementary	2012	$ 213,464	Paul Clark (District Project Manager) 360-596-8569	$ 7,947	$ 9,979	Boiler replacement, EMS/controls upgrade, VFD's on boiler pumps.
Raymond K-12	2012	$ 1,156,739	Steve Jones (District Superintendent) 360-942-6415	$ -	$ 625,000	Upgraded EMS/controls, replacement of LP gas furnaces with heat pump technology with heat recovery units for ventilation, installation of water conserving aerators, recommissioning/outdoor air balancing.
Naselle K-12	2012	$ 848,471	Rick Pass (District Superintendent) 360-484-7121	$ -	$ 768,035	Upgraded EMS/controls, removal of one LP fired boiler, retention of one LP fire boiler and addition of a ground source HP system to serve as the primary building heat source, installation of water conserving aerators.
City of Tenino (Multiple Facilities)	2012	$ 323,744	Dave Defoe (City Public Works Director) 360-264-2368	$ 5,593	$ *300,000*	Library: Replacement of electric furnace with split system heat pump, controls upgrade, Lighting upgrade. Quarry Museum: Replacement of oil furnaces with split system heat pumps, controls upgrade, insulation upgrades. City Hall: HVAC upgrade to a VRF system with heat recovery for ventilation, lighting upgrades Police Station: Replacement of aging heat pumps, controls upgrades, insulation improvements. Quarry Community Center: Controls upgrade, lighting upgrade, insulation improvements.
City of Buckley (Multiple Facilities)	2012	$ 358,137	Dave Schmidt (City Public Works Director) 360-829-1921 ext 0008	$ -	$ *325,000*	Old Police Station Bldg: Replace hydronic boiler system with a VRF solution. Multipurpose Bldg: Controls upgrade, replacement of exist roof top HVAC units, reconfiguration of zoning, insulation upgrades. City Hall: Insulation upgrades. Parks Maintenance Bldg: Controls upgrades. Public Works Facilities Shop: Controls upgrades. Youth Center: Controls upgrades. Waste Water Treatment Facility: Controls Upgrades and insulation improvements.
City of Centralia (Multiple Facilities)	2012	$ 2,098,650	Dave Schmidt (Director of Development) 360-330-7673 ext 227	$ 66,616	$ *500,000*	City Hall: Equipment replacement, controls upgrade. Train Depot: Controls upgrade, lighting upgrade, ductless split system for ticket booth. Library: Equipment replacement, controls upgrade, lighting upgrade. Street Lighting: Complete upgrade of all street lights to LED. Borst Park: Irrigation controls, thermostat upgrade.
Public Sector ESPC Totals:		**$ 8,683,168**		**$ 293,162**	**$ 2,933,035**	*** Italics indicates the amount requested from Commerce - final results unknown.*

Table 1 (continued) - Energy Saving Performance Contract Projects (Private Sector ESPC)						
Project	**Year**	**Contract Value**	**Contact Name & Phone Number**	**Utility Incentives**	**Dept of Commerce/ OSPI Grants**	**Project Description**
Capital View II Office Building (DOT)	2010	$ 414,063	Bob Woolf Vinestreet Investors 360-754-0616	$ 205,509.00	$ -	Replacement of existing roof top units with new, removal of existing antiquated controls system, and replacement with state of the art DDC controls system. Incorporated demand control ventilation (CO2), duct static re-set, and optimum start.
Capital View I Office Building (DSHS)	2010	$ 350,000	Bob Woolf Vinestreet Investors 360-754-0615	$ 112,000.00	$ -	Replacement of existing pneumatic controls system and fan powered VAV boxes with new DDC controls system and new fan powered VAV boxes. Incorporated demand control ventilation (CO2), duct static re-set, and optimum start.
2425 Office Building (Attorney General)	2010	50060	John Drebick Drebick Investments 360-791-1867	$ 4,000.00	$ -	DDC Controls upgrade. Incorporated demand control ventilation (CO2), duct static re-set, and optimum start. Created a facility operations guide to accurately describe hours of operation for and required temperature set-points. Utilized field-diagnostics tool to optimize the refrigeration system.
2430 Office Building (Board of Industrial Appeals)	2010	84025	John Drebick Drebick Investments 360-791-1868	$ 10,000.00	$ -	DDC Controls upgrade. Incorporated demand control ventilation (CO2), duct static re-set, and optimum start. Created a facility operations guide to accurately describe hours of operation for and required temperature set-points. Utilized field-diagnostics tool to optimize the refrigeration system.
Sunset Life Office Building (State Auditor)	2010	$ 34,780	Theresa Wall Kaufman Development 360-491-5230	$ 7,500.00	$ -	DDC Controls upgrade. Incorporated demand control ventilation (CO2), duct static re-set, and optimum start. Created a facility operations guide to accurately describe hours of operation for and required temperature set-points. Utilized field-diagnostics tool to optimize the refrigeration system.
Northwest Harley Davidson	2010	$ 12,400	Joe Deck Primetime Associates 360-705-8515	$ 6,200.00	$ -	Economizer controls upgrade (dual enthalpy). Incorporated demand control ventilation (CO2). Created a facility operations guide to accurately describe hours of operation for and required temperature set-points. Utilized field-diagnostics tool to optimize the refrigeration system.
Private Sector ESPC Totals:		**$ 945,328**		**$ 345,209**	**$ -**	

2. Provide a matrix of the range of energy and utility management services provided by the ESCO, including the ESCO's capability to provide the following services: energy auditing, financing, design, general contracting, construction management/administration, testing and balancing, commissioning, warranty services, measurement and verification of savings, energy savings guarantees and facilitating utility participation to maximize utility rebates and incentives.

Sunset provides a comprehensive range of services, ensuring continuity and accountability throughout the life of energy performance contracts.

Sunset performed the solar work at the Olympia Farmer's Market Building.

ENERGY AUDITING: Sunset has provided energy audits successfully on dozens of projects. Our in-house expertise is constantly updated with experience and training from NEEA/BetterBricks and PSE. Sunset audits are driven by sound engineering, thoroughly investigating building performance data (such as 12-24 months of energy bills), interviews with building occupants, and comparisons to industry standards. Our audits identify the most promising efficiency opportunities to model, and evaluate the whole picture of facility performance, including factors such as occupant comfort.

FINANCING: Sunset is a financially strong company with a variety of financing options.

DESIGN: Sunset has been a leading mechanical design/build firm for over 30 years. Our engineering staff is well known for combining technical know-how with creativity to deliver high-quality, cost-effective solutions that meet project objectives.

COST/BENEFIT ANALYSIS: Not everything that can be done, should be done. Through cost/benefit analysis, we identify which ECMs meet cost-effectiveness criteria and provide the best ROI. We consider first cost, operating cost savings, financing, and other factors such as certification objectives and occupant comfort. Our thoroughness, expertise and experience are reason for our clients to have absolute confidence in our savings calculations. We guarantee it.

GENERAL CONTRACTING/CONSTRUCTION MANAGEMENT & ADMINISTRATION: Sunset Air has provided turn-key solutions to our clients for as long as we have been in business. We provide much of the work using in-house resources to assure exceptional design and workmanship. We fabricate sheet metal, install equipment including controls, and provide ongoing maintenance to the systems we install. By managing much of the delivery process in house, we have the ability to control the schedule and assure deadlines are met. By minimizing the need for sub-consultants we also save our clients money by avoiding mark ups on services. When needed we proactively seek out the best subcontractors and maintain a prequalified list of special service providers. Our project managers oversee subcontractors' work, inspect outsourced installations, and evaluate each billing to assure it is accurate and fair. When utilizing subcontractors we always utilize clear and specific scopes of work, confirm insurance coverage,

and follow all applicable contracting regulations. Our goal is to assure that whether we are doing the work or overseeing it, our client's goals are understood and met, and that their interests are protected.

TESTING AND BALANCING/COMMISSIONING: TAB and Commissioning are core capabilities at Sunset. As construction nears completion, the commissioning work begins to ensure equipment, controls and all components are checked thoroughly to ensure performance as designed. If additional independent commissioning is required for certifications such as LEED, we work collaboratively with the commissioning agent.

WARRANTY SERVICES & ENFORCEMENT: Sunset thoroughly understands the warranty terms and process on all the equipment we install, and we manage them on behalf of our clients. Our position as a highly regarded, leading energy contractor ensures that manufacturers address problems fairly and promptly.

MEASUREMENT AND VERIFICATION: Sunset provides complete M&V services to ensure that improvement projects are meeting their energy saving objectives. Remote monitoring is done in-house at Sunset, and energy savings is tracked and documented according to International Performance Measurement and Verification Protocol (IPMVP), and presented as calculations and graphic reports. Typically we meet quarterly with the client to review system performance.

ENERGY SAVINGS GUARANTEES: Sunset provides a written guarantee of 100% of the projected energy savings on energy performance contracts, along with equipment performance and project cost.

FACILITATING UTILITY REBATES, INCENTIVES, & GRANTS: We routinely secure rebates, incentives and grants, as well as manage the applications and payment process on behalf of our energy project clients. Refer to response #5 for further information.

Sunset secured grants covering over 90% of project costs for upgrades at Naselle School.

BUILDING MODELING: During the audit, utility data is gained, as well as an understanding of operations and existing conditions. This information is used to develop a building model to forecast the performance of ECM options. Models are tested and calibrated against historical data collected in the audit to ensure an accurate projection of savings.

TRAINING: Ensuring proper training of our clients' facility staff is critical to achieving energy savings, occupant comfort, and extending the service life of equipment. We provide extensive training by the technical staff at Sunset and equipment vendors, and video tape the training to include in the OEM manuals for the client.

MAINTENANCE: We have a highly regarded in-house service and maintenance department. In addition to preventative maintenance and on-call service, through our in-house M&V we identify problems immediately allowing a fast, cost-effective service response.

3. The ESCO's experience with measurement and verification (M&V) processes. The ESCO should describe its familiarity with M&V protocols and when each is most appropriately applied.

Sunset develops a Measurement and Verification (M&V) plan for each project in collaboration with the DES Project Manager and Owner/Client Agency. Our objective is to ensure energy savings can be tracked in a cost-effective way. Our plans are developed and executed using the International Performance Measurement and Verification Protocol (IPMVP).

The IPMVP provides four options for M&V: Options A, B, C and D.

OPTION A. RETROFIT ISOLATION: KEY PARAMETER MEASUREMENT is used for the simplest of EEM's such as a lighting retrofit where it is very easy to measure a light's energy usage, estimate a schedule, and then extrapolate energy savings with new lighting and/or scheduling.

OPTION B. RETROFIT ISOLATION: ALL PARAMETER MEASUREMENT is used for isolated EEM's which have energy savings that cannot be easily calculated. In these instances, data logging/metering must be done before and after to verify energy savings. An example of this would be variable speed pumps.

OPTION C. WHOLE FACILITY is used when there are multiple EEM's, large energy savings, and energy savings that cannot be calculated separately. This option requires facility wide data logging/metering, utility billing analysis, and a more complex regression analysis.

OPTION D. CALIBRATED SIMULATION is used on whole facilities where complex energy simulation programs are needed to help capture the effects of multiple EEMs. This option is often needed when different EEM's are interrelated and where a high degree of accuracy of energy savings is required.

The IPMVP contains flow charts which are helpful in selecting which option to choose for a project. Measurement and verification costs/efforts should be extensive enough to accomplish its goals, but not be out of proportion with the energy savings the M&V is tracking. With that balance in mind, Sunset works to be sure all stakeholders agree and are comfortable with the selected M&V approach.

Setting replacement rooftop units by crane for energy upgrades to the 4-story Capital View II Office Building. Sunset secured $205,509 in incentives for the client, nearly half our contract value.

4. The ESCO's experience designing, costing and managing the construction of heating plants(including steam), chilled water plants, heating ventilation and air conditioning systems, heat recovery, energy management and control systems, lighting and lighting control systems, water efficiency, and other utility system improvements including renewable.

Sunset has extensive experience in the design, estimating and construction management of all listed energy related systems.

We are a leading design/build mechanical contractor for energy performance contracts, energy upgrade projects using other contract methods, tenant improvement/remodel projects, and new construction projects.

We also have significant LEED management experience at all certification levels, including the LEED Platinum Saint Martin's Engineering Building (97 points). No other project in North America has been scored higher under the LEED new construction rating system!

LEED management requires expertise beyond HVAC, including building envelope and glazing, lighting systems, controls systems, renewable energy (photovoltaic and solar heating), domestic water heating, and water conservation. As an example, on the Saint Martin's Engineering building, Sunset's leadership in integrating the design of envelope, glazing, solar power, lighting, domestic hot water and HVAC systems resulted in a 73% energy use reduction as compared to a 2007 ASHRAE 90.1 baseline building.

Sunset has multiple licensed professional engineers on staff that are highly skilled with mechanical design and pre-design conceptual estimating. This ensures the designs we produce maintain the project budgets.

We embrace Building Information Modeling (BIM) to ensure projects can be built on time and on budget, as well as deliver the performance required at the lowest possible cost.

The Saint Martin's University Engineering Building is a state-of-the-art project for which Sunset provided LEED management expertise. An integrated design approach allowed for a 73% reduction in energy use.

5. The ESCO's experience securing utility incentives for its customers. Discuss successful strategies implemented for maximizing utility incentives.

We routinely secure incentives, and manage the applications and payment process on behalf of energy project clients. In the last year, Sunset has secured incentive commitments of over $290,000 from utilities, as well as over $2.9 million in grants (see Table 1, Public Sector ESPC, page 6).

Our strategy for success begins with developing relationships with key utility personnel. We learn how to frame the scope of the project so the utility can see the benefit in providing an incentive, which helps make the project viable for our client.

Our outstanding success leveraging incentives to offset the cost of energy conservation measures (ECM) is often the difference that makes an ECM cost-effective. Our familiarity with the process, paired with our relationships with utility incentive program staff, result in a strong mutual understanding of what is required to obtain incentives. This enables Sunset to streamline the process for our clients and avoid misunderstanding.

Sunset completed ECM measures on the Market Center building for the Rants Group under a design/build contract. We secured $51,865 in incentives for the project.

6. A description of the experience key staff have, who are responsible for administration of any potential work awarded thru this project. This is to include any sub-consultants routinely used for execution of performance contracting work. This is not to be the resumes or curriculum vitaes (CVs) of personnel. Resumes or CVs may be attached as an appendix. Please indicate if the experience was obtained at other than this ESCO. Please identify the responsible licensed P.E.

Name	ESCO Team Role
Joseph A. Bettridge, PE / LEED AP *Vice-President - Director of Engineering*	ESCO program manager, project executive, marketing, proposal development, auditing, conceptual design, cost/benefit analysis, financing. Responsible Licensed PE.
Ryan M. Cuoio, PE / LEED AP *Energy Services Division Leader*	Proposal development, auditing, energy modeling and cost/benefit analysis, marketing & proposal development, renewable energy, financing, conceptual design, design oversight, utility incentives.
Ryan J. Pantier, EIT / LEED AP *Energy Services Engineer*	Proposal development, auditing, energy modeling and cost/benefit analysis, marketing & proposal development, renewable energy, financing, conceptual design, utility incentives.
Stanley A. Johnson, CEM *Energy Services Engineer*	Commissioning, measurement & verification, EMS design & programming, energy modeling, utility incentives.
Kim A. Dinsmore *Executive Vice-President - Commercial Division*	Marketing, project executive
Pat R. S. Cole *Senior Construction Project Manager*	Construction project management
Jacob S. Alexander *Commercial Project Manager*	Construction project management
Sub-consultants:	Sunset self performs the majority of performance contracting functions. Outside consultants are used for specific engineering tasks such as electrical engineering, architectural design, roofing, and structural design. Some specific consultants we have worked with include BCRA Design, McGranahan Architects, BCE Engineers, and Hultz/BHU Engineers.

Experience of key staff obtained at this ESCO.

7. A description of the ESCO's familiarity with EPA's Energy Star Portfolio Manager and other benchmarking tools.

Sunset uses the EPA's Energy Star Portfolio Manager tool with the majority of our energy savings projects. We are very familiar with the whole process from inputting a new building into the system and developing a baseline to analysis of energy use over time showing cumulative improvement. We have found the Energy Star Portfolio Manager tool to be an excellent way to show the client/customer the benefits of their investment through the improvement over time of the Energy Star 1-100 score.

Another benchmarking tool Sunset finds useful for audits of particularly small buildings is Northwest Energy Efficiency Association's BetterBricks. This tool provides Energy Use Index (EUI, kBtu/sf/yr) baseline numbers for several different building use types. The EUI numbers are broken down to different building energy use components (i.e., interior lighting, heating, cooling, etc.).

We find this tool extremely useful during the preliminary audit stage to determine which buildings would be most beneficial to target for an investment grade audit.

The Washington PUD Association is one of the most energy-efficient buildings in Washington at 69% optimized. It was the first LEED Platinum building. Its solar power array is only the most noticeable energy efficiency feature. Sunset's role: Mechanical engineer, LEED certification manager, energy modeling, and design/build HVAC contractor.

8. A discussion of problems experienced on projects and the remedy for those problems.

Below are examples of two types of issues that come up on projects and descriptions of Sunset's approach to remedy both.

EXAMPLE ONE: The client agency sometimes wants to expand the scope of the project, but doesn't have funding for the expanded scope. When we encounter this issue we meet with the client to make sure we fully understand what they want accomplished. Then we work on a creative solution to address the new request with the available funds in contingency. This issue came up with the City of Shelton when they wanted to expand the level of zoning from the base proposed energy project. The Sunset team, after confirming approach with DES and the client agency, priced up various alternatives. We eventually found a creative option that fit within the remaining contingency. This was a favorable outcome that created the win-win-win Sunset always strives to attain.

EXAMPLE TWO: On the Willapa Valley Elementary School project, we needed to coordinate an energy project with a simultaneous building improvement performed by a separate contractor under a separate agreement with the client agency. The Sunset team determined the best approach would be to conduct and facilitate inter-contract coordination meetings between the two contracts/contractors. This benefitted both projects and created a favorable outcome for the client agency, DES and related contractors.

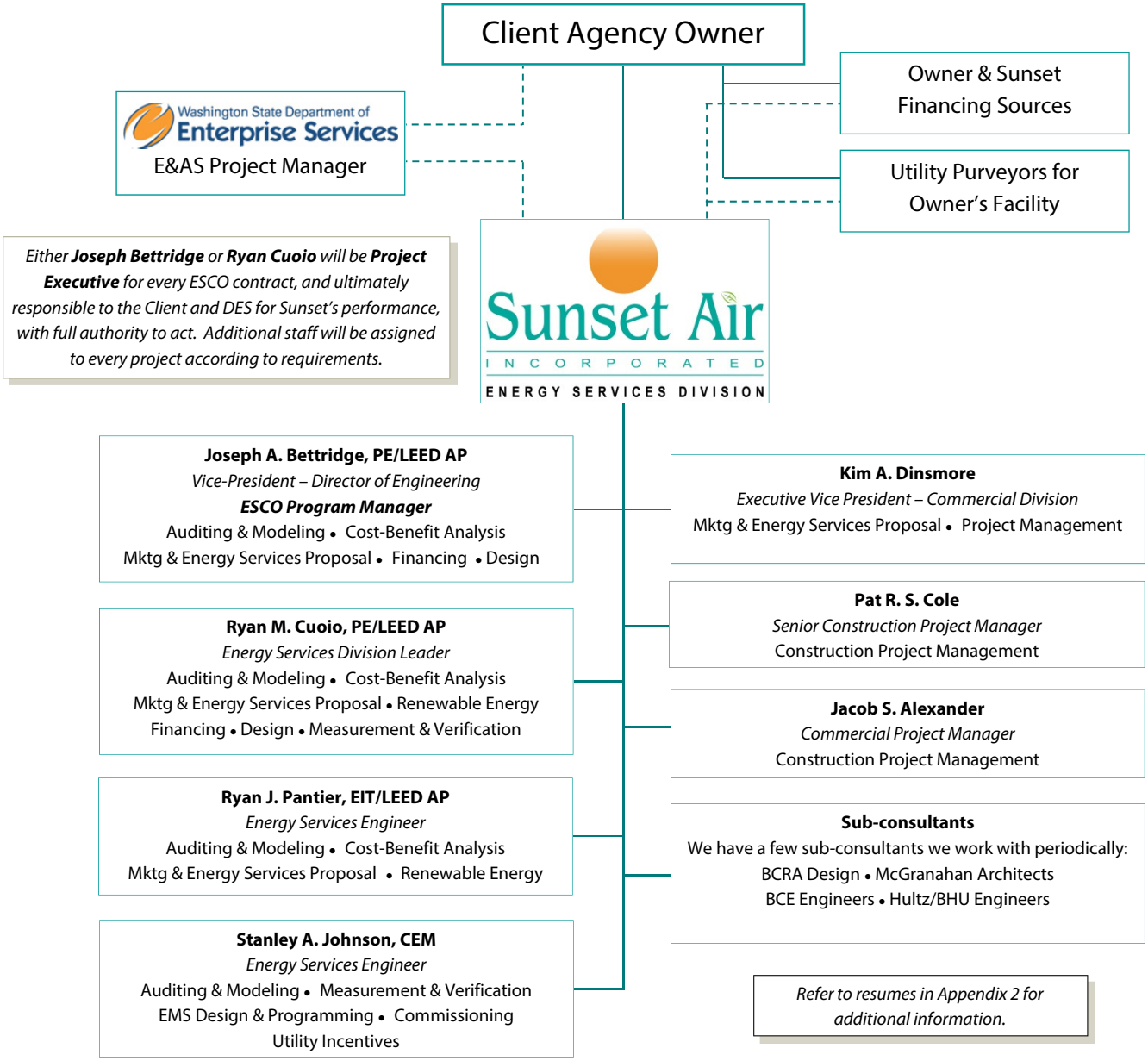
The Shelton Civic Center project included the replacement of three rooftop packaged units, massive reduction of simultaneous heating and cooling, and a retrofit of existing skylights to improve energy efficiency. When the City wanted to change the project scope, the Sunset team came up with a creative alternative that worked within the available remaining funds.

9. What is the makeup of a typical project team with regards to local (WA, ID, OR) vs. outside the region staffing.

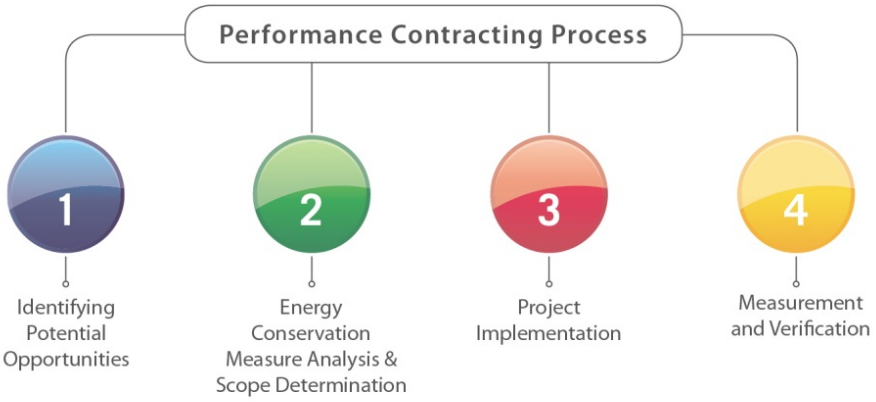
Sunset corporate and all office employees are based in Washington. As such, there would not be any involvement of out of region staff. In addition, all subcontractors and sub-consultants would be Washington-based.

Management Approach

10. The ESCO's organizational structure and management approach to the project. Clearly describe the roles and responsibilities of typical ESCO staff who will be assigned to any project obtained under this selection and of any sub-consultants included on the ESCO's team. For sub-consultants, describe the ESCO's prior experience working with the sub-consultant.



Management Approach: Our process will be tailored in detail to each project's needs in collaboration with the DES Project Manager and Owner/Client Agency. It can be generally described in these steps…



1. Identifying Potential Opportunities

- Meet with Client Agency and DES
- Preliminary audit
- Investment grade audit (proposal, agreement, conduct work)
- Building modeling
- Engage utilities for clarification of incentive opportunities
- Cost / benefit analysis

2. Energy Conservation Measure Analysis and Scope Determination

- Review cost / benefit analysis of ECM options
- Determine which measures are cost-effective per 39.35C.010 RCW
- Final ECM selection by Client Agency
- Evaluate / select from among financing options

3. Project Implementation

- Develop detailed energy services proposal including scope, schedule, cost, savings, cash flow, guarantees and other necessary details
- Construction agreement and construction of ECM work
- Closeout - TAB, commissioning, and training to verify proper operation and performance

4. Measurement and Verification

- "Notice of Commencement of Energy Cost Savings" - guarantee period begins
- Monitoring & Verification to determine actual performance
- Maintenance and warranty activities
- Annually reconcile actual to guaranteed energy savings, and reimburse client if needed
- Final reconciliation and report to Client Agency and DES, and reimburse client if needed

11. The ESCO's policies and procedures for managing and delivering its committed work products in a timely fashion within contractual obligations, including project development, construction, and post implementation verification.

Sunset's past performance and reputation is the Client's best evidence that we will meet or exceed our obligations and their expectations. You don't become a 37-year old company and the largest independent mechanical contractor in our area - with numerous awards and recognitions - without doing what you say you are going to do.

Our absolute obsession with delivering on our commitments starts at corporate leadership. The Fluetsch family owners/officers have led Sunset on this basis for 37 years.

Sunset employees are proud of our company's reputation and are empowered to make the necessary decisions to make sure we meet our commitments related to quality, cost and schedule. In busy times, this may require us to decline work we cannot service properly. We prefer to do this than provide inferior service.

Our company has long-term employees with the needed expertise and experience. They also have superb working relationships with suppliers, subcontractors, utilities, code officials and other energy project partners.

We use sophisticated project management techniques and tools from start to finish and are always working to improve our processes. After project implementation, we follow up with an agreed-upon measurement and verification process to ensure the guaranteed savings are met. We are completely committed to exceeding expectations.

The Energy Saving Performance Contract project at Jefferson Middle School included replacement of failing gas furnaces with high-efficiency gas furnaces, and ducting modifications in order to fully utilize an existing heat recovery unit. Performance will continue to be monitored through the M&V process.

12. The ESCO's approach to marketing the DES Energy Program to potential client agencies in conjunction with DES personnel.

The ESCO program depends on a three-way partnership between ESCO, DES Energy and the client agency.

As an ESCO partner, Sunset will market our services in a collaborative manner consistent with the DES ESPC program, and our Master Services Agreement. We will proactively approach prospective clients, as well as respond promptly to agencies who contact us as an approved ESCO.

Our core market area of SW Washington will be the focus of our proactive marketing. ESPC inquiries from other areas will be evaluated prior to engaging in an audit to ensure we can provide excellent value to the client.

The Energy Saving Performance Contract project at Willapa Valley Elementary school included a separation of the ventilation system from the heating system. This was accomplished through air-to-air heat recovery units (pictured above) and resulted in a 25% reduction in overall ventilation rates.

13. What is the minimum size project your firm would consider viable?

From past experience and input from DES staff, we believe the minimum energy project size viable for all participants is around $200,000. Willapa Valley Elementary School is an example of a project that was close to that minimum ($220,176).

14. The ESCO's approach to effectively communicate project information with the DES Energy Program prior to sharing with client agency.

Sunset strives to communicate clearly to avoid any potential misunderstanding. We believe in order to avoid sending mixed messages, it's important Sunset and DES be on the same page prior to communicating with a client agency.

To accomplish this we send a draft copy of intended communication to the DES Project Manager for review and comment, prior to sending the communication to the client agency. This is especially important at a project's beginning where relationships are still being established and responsibilities/roles of Sunset and DES may be unclear to the client agency.

15. The ESCO's approach to project development from marketing to delivering the ESP.

Sunset's approach to project development begins with a marketing contact by Sunset to explain the DES energy program and why a client agency would benefit by participating with Sunset.

After making initial contact with the client agency, Sunset contacts DES Energy Program Manager Roger Wigfield to find out which DES Project Manager will be assigned to the potential project. Sunset contacts the assigned DES Project Manager and shares information regarding who the client agency contacts are, their role, and what potential opportunities the client agency has identified for the energy project.

A face-to-face meeting is then scheduled between the DES Project Manager, Sunset and the client agency staff. This face-to-face meeting is very helpful to make sure the client agency understands the program, the roles of DES and Sunset, and the benefits of utilizing the DES Energy Program. These include guaranteed performance, guaranteed project costs, guaranteed energy savings, access to Commerce/OSPI grant funding, etc.

Once the client agency understands the program, we further discuss their facilities and potential opportunities to study in a preliminary audit. When agreement between all parties is reached, a preliminary audit is scheduled. The DES Project Manager is invited to attend the preliminary audit.

Sunset analyzes all potential utility saving opportunities found during the preliminary audit, along with needed facility improvement items identified by the client agency. We then incorporate all information into an Investment Grade Audit (IGA) proposal. The IGA clearly identifies what will be studied at each site, notes each item's estimated payback term, and provides a cost to conduct the IGA.

A draft of the IGA proposal is sent to the DES Project Manager for review and comment. Once there is consensus on the scope and cost of the IGA, the DES Project Manager presents the IGA to the client agency for consideration. The client agency may choose to accept the proposal as is, or may request a modification to the scope. Once all parties agree on the scope and cost, the client agency directs DES to proceed. DES directs Sunset accordingly.

Sunset secured nearly $18,000 in incentives and grants toward upgrades at Lincoln Elementary School.

Sunset then performs the IGA study and produces a detailed list of measures for consideration. Each measure's guaranteed cost, guaranteed energy savings, and associated utility incentive is identified. This information allows the

client agency, in consultation with DES, to select which measures they want to include in the energy project. The final list as selected by the client agency is then taken by Sunset and used as the basis for creating the Energy Services Proposal (ESP). The ESP is provided by Sunset to the client agency for consideration. If approved, the client agency notifies DES, and DES in turn contacts Sunset.

16. The method for contracting the installation of the measures, maintaining cost competitive pricing, and whether the ESCO uses open book pricing.

Sunset is keenly aware we must be competitive to remain in business. We have succeeded at this for 37 years.

We are very cost competitive in self-performed trades. In fact, we regularly compete on price and are awarded subcontracts where we are not the energy performance contractor. Self-performance enables us to provide superior cost, schedule and quality control. It also eliminates an additional mark-up.

Our self-performed work is generally:

- Engineering
- HVAC
- Sheet metal
- EMS Controls
- Lighting
- Solar power (PV)
- Solar hot water
- Geothermal

Upgrades at the Board of Industrial Insurance Appeals Building had a savings goal of $6k to $8k per year. Actual savings exceeded $27,000 in the first two years.

We are vendor neutral and will use a competitive selection process for all materials and products. Similarly, we will use competitive selection among pre-qualified companies for subcontracted work.

Because of Sunset's large volume of purchases, and constantly striving for exceptional working relationships with our suppliers, our customers can rest assured we are buying at very competitive prices.

Our cost estimates and invoices are itemized in detail, completely open book and substantiated. Any savings is passed along to the client.

17. The ESCO's procedures for timely closeout of construction projects delivery of O&M manuals, commissioning reports and other pertinent paperwork to the DES Energy Program and the client agency.

Sunset recognizes the importance of timely and accurate close-out documentation, and begins this documentation process during construction. As-built drawings are kept up-to-date on site so they are completed and ready once construction is completed. The master copy of the commissioning documentation including equipment start-up logs is likewise kept on site.

Sunset's superintendent takes responsibility to ensure the documentation is completed by all involved trades. Close-out documentation and commissioning is also part of the regular construction meetings for tracking purposes. After construction, the project manager continues to collect and manage the required documentation (both paper and digital) completing any required checklists and holding/facilitating commissioning meetings. (Commissioning is sometimes owner contracted and provided.)

The Sunset construction project manager then delivers the final documentation to the DES project manager and owner for review and approval. Approved close out documentation is converted to a digital format for ease of record keeping and transmittal. Owner training is video recorded and included as part of the close-out documentation.

18. The ESCO's procedures for timely submittal of required documentation to Departments of Revenue, Employment Security, and Labor and Industries.

All Washington State labor documentation is tracked electronically by Sunset's administrative staff. Job specific reports such as certified payrolls, apprentice labor, and prevailing wage documentation are collected and submitted along with invoicing. Providing both of these together helps provide a means of reconciliation since they are closely tied together.

Department of Revenue, Employment Security and similar accounts are kept by Sunset's administrative staff. They are monitored by Sunset's Human Resources Manager, with Sunset's Chief Financial Officer responsible for the accounts.

The Energy Saving Performance Contract project at Centennial Elementary School included complete replacement of a failing fiberglass ducting system with sheet metal ductwork.

19. The ESCO's approach to mitigate risks associated with guaranteed cost, savings, and performance.

Mitigating a project's risk is Sunset's number one concern. When risk is properly mitigated, it allows Sunset to minimize fees associated with risk and enables us to deliver good value to DES and client agencies. There are three project elements that are guaranteed and therefore carry risk (Cost, Savings, and Performance).

GUARANTEED PROJECT COST RISK is mitigated by obtaining multiple budget proposals/bids from independent companies. This preliminary bid cycle happens before a guaranteed cost has been defined through the audit process. Sunset also has a dedicated cost estimating team to provide accurate costs and budget numbers.

GUARANTEED UTILITY SAVINGS RISK is mitigated through a combination of experience and safety factors. All EEM's are energy modeled through a level 3 ASHRAE Audit computer program. All outputs are then back checked by hand for validity and accuracy. By using both a computer program and engineering calculations, we are able to keep the energy savings risk to a minimum.

A safety factor is required to cover absolute unknowns and errors related to utility savings. If the safety factor is too high, there is a risk that the project won't be viable and won't move forward. If the safety factor is too low, there is a risk that the energy savings might fall short, so there is a balance which needs to be struck. This balance is evaluated on a case by case basis depending upon project size and complexity.

GUARANTEED PERFORMANCE RISK is minimized by hand selecting the subcontractors allowed to bid on the project. These subcontractors must be approved by both Sunset and the client

Harned Hall at St. Martin's University (above), and the Automotive & Welding Lab at SPSCC (right) are two academic building projects completed by Sunset. Both are LEED Silver certified. Sunset was the LEED certification manager, mechanical engineer, energy modeler, and design/build HVAC contractor.

agency. Instead of approaching a project with an adversarial relationship, Sunset works together with subcontractors and seeks their input in the preconstruction phase to help ensure the project's successful outcome.

We have found early subcontractor involvement to be very effective in controlling cost and ensuring project performance.

20. The ESCO's approach to sharing EPACT tax credits with client agencies.

Sunset approaches sharing EPACT deductions on a case by case basis. We run some preliminary numbers to evaluate the cost-benefit for any given project. We want to ensure the bottom line benefit of pursuing the deduction is large enough to justify the effort, knowing Sunset would be sharing a portion of the tax benefit with the client agency through a project cost reduction.

If all stakeholders agree to participate, Sunset provides a form to fill out which allows the client agency to transfer the tax deduction to Sunset. Sunset then pursues the deduction and shares a negotiated portion of the bottom line tax benefit.

21. The ESCO's experience and approach to meeting the public works requirements for apprenticeship training programs as directed by Chapter 39.04.320 RCW.

We have completed 290 prevailing wage projects in the last 5 years with requirements under this RCW. Additionally because Sunset is a union contractor, we meet the same requirements on ALL commercial/light commercial projects, which have totaled 1,136 over the last 5 years.

Sunset has standard, proven procedures in place for certified payroll, and monthly reporting "Statement of Apprenticeship—Journeyman Utilization," which shows the ratio of apprentice to journeyman.

Units are set at the Cherry Street Office Building in Olympia. Sunset acquired a $201,000 PSE rebate with this project.

22. How Minority and Women Owned Business (MWBE) enterprises will be utilized on the project.

Sunset Air is not a MWBE company, but diversity is a value we embrace. That value is evidenced in our process of hiring new employees, selecting vendors and subcontractor partners. For ESCO contracts, we will review our existing subcontractor and vendor partners to identify MWBE certified firms. To supplement these relationships, we will publish RFQs and prequalify additional companies. The MWBE firms will be included in the competitive selection process for subcontractors and vendors. The total value of contracts issued to MWBE firms is reported as a percentage of our total contract. We have always met or exceeded prescribed goals for MWBE participation on our contracts.

23. The ESCO's policies and procedures for recycling materials such as lamps, ballasts, fixtures, ceiling tiles, and other recyclable material.

Previously regarded as a process reserved for LEED certified green buildings, recycling materials has become the standard in construction in recent years. In our role managing LEED certification for projects, Sunset has been a leader in this change.

Sunset Air hires specialist firms to provide documented maximum recycling of construction waste. Today, the cost for this service is virtually equal to "dumping" materials in the landfill. Therefore recycling is a win-win for the project cost and the environment.

As an example, Renu is a local company we have used previously. Their service allows construction debris to be comingled in a container on site. They then haul it to their yard, sort/recycle the contents, and report back. The percentage of recycled debris is typically 95%.

PCB ballast and fluorescent lamps are an exception and cannot be comingled. These items are picked up by properly certified firms for disposal per regulations maximum recycling of construction waste. Today, the cost for this service is virtually equal to "dumping" materials in the landfill. Therefore recycling is a win-win for the project cost and the environment.

In two separate design/build energy upgrade projects for the Town Square 1,2 and 3,4 buildings, Sunset secured $200,000 in combined utility incentives.

24. How potential hazardous materials encountered in the installation of energy efficiency measures will be managed; and whether the ESCO has been cited by the Washington Department of Ecology, Federal Environmental Protection Agency, or any other regulatory agency for inappropriate handling, transportation or disposal of hazardous materials. If cited what was the ESCOs remedy. Being cited does not automatically constitute disqualification as an ESCO.

Sunset Air has significant experience managing the removal of hazardous materials.

The most common material that is likely to be encountered is Asbestos. Until 1978, it was commonly used as insulation on mechanical components, ceiling sprayed treatments (popcorn), tile (floor and ceiling), and fire proofing materials.

There are also other potentially hazardous materials to be concerned with during a renovation. These include lead (lead based paints), mercury, oils and solvents, chromium, and other chemicals.

We have relationships with specialty sub-consultants and subcontractors with the licenses and procedures for hazmat survey and removal. Before initiating any work, we hire an appropriately licensed sub-consultant to perform a hazardous materials survey.

Mitigation options are evaluated along with other potential project scope items, and may involve encapsulating hazmat materials, selectively disturbing them, removal, or a combination.

During improvements, any items which are required to be disturbed or removed, will be done so in accordance with State and Federal law by a properly credentialed firm.

We have never been cited by any agency for improper handling of hazardous materials.

Sunset obtained incentives covering 50% of project cost for our client on the Northwest Harley Davidson energy performance contract.

Computation of Energy Baseline and Post-Installation Energy Use

25. Describe the methodology used to calculate baseline energy use and savings of different types of EEMs. This should include a description of various software tools that are utilized in the calculation process. Include the methodology used for campus settings that are master metered.

Baseline energy use computations begin with analysis of historical usage data (typically 36-months when possible). A comprehensive set of tools helps determine and verify how much energy is used by each building component (i.e. lighting, fans, pumps, etc.). These tools include metering devices, flow meters, data logging devices, current sensors, thermal imaging equipment, and refrigeration field diagnostic tools.

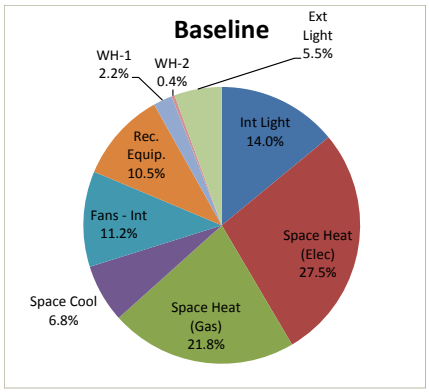
An energy model is developed using Carrier HAP (Hourly Analysis Program) ASHRAE Level 3 software and calibrated to average annual energy use utilizing all of the information gathered during the investment grade audit. This energy model is verified to have accurate annual energy usage as well as monthly energy usage. Additionally, building component energy use is verified to match actual building component energy use.

For small buildings where whole building energy model simulation is impractical, Microsoft Excel regression analysis calculations are utilized. Bin weather data is utilized for any spreadsheet calculations to ensure that building component energy usage is accurate.

In the event of a campus setting where master metering is being utilized sub-metering devices are installed in order to isolate energy usage for individual buildings being analyzed.

Post-installation energy usage is calculated using the same Carrier HAP software. Sunset compares the baseline energy model to potential alterations from Energy Efficiency Measures (EEMs) by altering inputs in the baseline model to reflect each considered EEM. EEMs are cascaded in the energy model in order to prevent creation of "phantom" energy savings due to overlap of energy usage reductions from multiple EEMs.

The energy savings calculated using these energy models are utilized in determining cost effectiveness and selecting which EEMs to include in the project.



Sample energy end use chart, with energy use broken down by component.

26. Describe potential scenarios where a modified baseline may be proposed.

Baseline energy use adjustment is not allowed by OSPI or Commerce in their grant applications, so on projects where the client agency is seeking an energy efficiency grant, Sunset discusses the issue with DES and the client agency, but does not adjust the baseline. Where not prohibited by a grant request, or in a post project situation, Sunset believes that modified baselines are appropriate. There are two scenarios where a modified baseline should be considered: 1) Ventilation rate changes and 2) Change of Use/Schedules.

Ventilation is critical. Sunset makes it a priority to address all outside air issues no matter what the outcome to energy usage. During the audit phase we feel it is very important to verify the actual ventilation levels as compared to minimum ventilation standards, especially in schools where the health and well-being of a student can dramatically influence a student's learning ability. In many cases verifying ventilation rates up front has been to Sunset's advantage as we have documented over ventilation that can be adjusted to provide energy usage reduction.

However, there have also been instances where Sunset verified there is under or even no ventilation occurring. When this happens, Sunset proposes to modify the baseline to account for the ventilation that should have been taking place per minimum ventilation standards and then provide energy savings of proposed EEM's in comparison with the modified baseline that included required ventilation. If DES and the client agency agree with this methodology, Sunset still identifies what the energy usage and cost is for the modified ventilation so the client agency knows the bottom line actual energy use reduction/savings they can expect from the project.

Change of use or schedules also require baseline energy use adjustment. In some instances throughout the audit, construction, or M&V, space uses change. For instance, schools may choose to begin renting/donating their gyms on evenings and weekends for community events. These types of changes can affect the run time and/or ventilation rates of a facility. Once this change is known, the baseline energy model is adjusted by Sunset to reflect how the facility is being used. This adjustment is then reviewed and approved by DES and the client agency.

Sunset self-performs more energy contracting services than any other firm in our area, including:

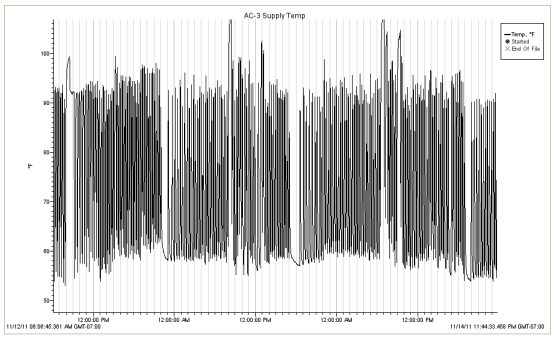
- **Engineering**
- **M&V**
- **Commissioning**
- **HVAC**
- **Sheet Metal**
- **Lighting**
- **EMS/Controls**
- **Solar Power (PV)**
- **Solar Hot Water**
- **Geothermal**

27. Describe the ESCO's utilization of M&V processes in the establishment of baseline energy use and the post installation energy use.

Sunset utilizes the measurement and verification processes specified in the Efficiency Valuation Organization (EVO) International Performance Measurement and Verification Protocol (IPMVP). The IPMVP provides a layout of four options (A through D) for the best way to establish the base line and post installation energy usage. Due to accuracy, complexity of ESCO projects, and the desire to mitigating risks, Sunset typically prefers a combination of Option C and D to hone in the baseline energy model to past energy usage attained from utility bills.

OPTION D requires the use of energy simulation software (Sunset has several years' experience using this type of software) to model the building along with as-built drawings.

That modeled building is then dialed in using **OPTION C** which requires the use of metering/data logging. Metering the building for at least a month gives Sunset the capabilities to dial in consistent energy usages (fans, lights, receptacles, etc.) and provides a window to analyze variable energy usages (HVAC). Option C requires this data also be put through a more basic regression model analysis. This provides Sunset a second check to verify the building is in fact being modeled correctly.



Sample of data logged during an M&V audit.

These two M&V options help create an accurate energy model. The outputs of the energy model are then broken out by component usages and get compared to the actual energy bills to verify accuracy. Once Sunset is comfortable with the energy model, all EEM's are modeled in a cascading fashion to provide individual energy use reduction for each EEM.

The final energy model created using metering and data logging with all the selected EEM's provides a reliable benchmark for the post installation verification. For the proceeding years of verification, the energy model is used to predict future energy usage which is compared to actual usage for verification of ongoing energy savings. If for any reason overall energy savings aren't met, Sunset would use further metering/data logging to investigate the cause and remedy of deficient energy savings.

OPTIONS A AND B have yet to be used by Sunset since all of the projects have involved multiple EEM's with more than 10% energy savings. In the event we are requested to perform a more simple energy audit with only one or two EEM's (lighting, more efficient pumps, or fans only), Sunset will use Option A or B where the specific EEM's energy is monitored directly. The EEM is then monitored at the completion of the project. The delta of the beginning and completed monitoring would provide the necessary verification of the energy savings expected.

Savings and Equipment Performance Guarantees

28. The ESCO's project cost guarantee policies and procedures; including remedies when project costs exceed ESCO estimates.

As a leading design/build mechanical and energy performance contractor, providing cost guarantees from preliminary information is a core competency and standard service for Sunset.

- Our staff are experts at conceptual cost-estimating with decades of experience.
- Sunset is a 37-year old company with ample financial strength to back-up our cost guarantee.
- The ESCP program depends on an open-book contracting method known as Guaranteed Maximum Price (GMP aka GMAX).

As part of our energy services proposals, we will clearly describe the scope of work to be executed and provide an itemized cost estimate and GMP.

The GMP estimate may contain a contingency fund to be used for unforeseen conditions, which will be jointly managed by Sunset, the Client Agency/Owner, and DES.

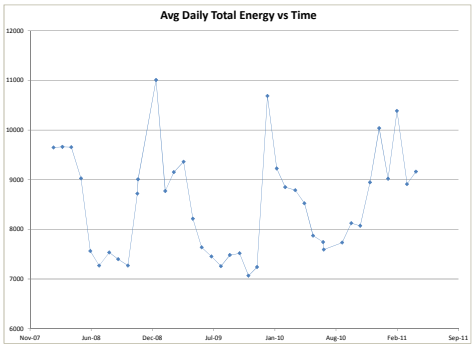
Invoicing will be itemized and substantiated with labor reports, as well as invoices from suppliers and subcontractors.

If the Owner directs a reduction or increase in the scope of work, the change will be estimated and the GMP raised or lowered accordingly.

Upon completion, Sunset will provide the Owner and DES with a complete report and reconciliation of all costs including the contingency.

<u>If costs are less than the GMP</u>, the Owner has the option to use the unspent funds for additional scope items or reduce the GMP.

<u>If costs are more than the GMP</u>, Sunset absorbs the additional cost.



Sample of data collected during energy monitoring.

29. The ESCO's energy savings guarantee policies and procedures, including remedies when actual savings are lower than the ESCO's estimates and guarantees, and the length of the savings guarantees.

Sunset guarantees annual energy units (i.e. kWh, Therms) beginning with the "Notice of Commencement of Energy Cost Savings." The length of the guarantee is negotiable, but a measurement and verification contract must be in place with Sunset during the entire term of the energy savings guarantee.

Throughout the guarantee term, Sunset reports to the Owner on energy performance based on measurement and verification activities. Actual energy savings will be reconciled with the guarantee annually.

If annual savings to date is less than guaranteed, Sunset will issue a payment to the Owner for the excess usage at current rates.

If energy savings to date exceeds the guarantee, the Owner owes nothing to Sunset.

If the Owner makes major changes to the building, adjusting the guaranteed savings may be required. Examples are:

- Occupancy
- Conditioned square footage
- Plug loads (computers, servers, copiers, process equipment, etc.)
- Equipment changes or additions
- Building operations and scheduling

The upgrade project at the Sunset Life Building, which houses the Washington State Auditor's office, had a savings goal of $25k to $30k per year. Actual savings exceeded $86,000 over the first two years.

30. The ESCO's equipment performance guarantee policies and procedures, including remedies when performance of equipment is not met.

Since we guarantee energy savings, we are completely committed to ensuring proper equipment performance.

System start-up, testing and balancing, and commissioning confirm and document equipment is performing as specified when the project is completed.

Equipment performance depends on proper operation and maintenance, so we emphasize extensive training of the Owner's facility staff, and propose our preventative maintenance service through the life of the savings guarantee.

Our service department is available 24/7 to respond to Owner requests, and to address problems we detect in the course of Monitoring and Verification activities.

New 40-ton VAV unit installed at Shelton Civic Center.

31. Provide information on the ESCO's warranty enforcement role and the ESCO's responsibility, if any, when there is an equipment failure beyond the warranty period when the client agency has financed the project and assumed ownership of the installed equipment.

Sunset Air stands behind what we install. We have been doing business this way for 37 years.

We fully recognize the best measure of quality is doing it right the first time, so we stress quality control. All equipment and labor is fully guaranteed for one year. Additionally, we are happy to provide options for extended warranties on various items and discuss the cost/benefit with the Owner.

Sunset is the Owner's single point of contact for manufacturers' warranties. We understand their warranty terms and as a highly regarded installer will obtain their best service for our Clients.

Most manufacturers' warranties are only valid if the equipment is properly maintained. As in equipment performance (#30 above), we emphasize thorough training for the Owner's facility staff, and propose our preventative maintenance service through the life of the savings guarantee.

New furnaces at Centennial Elementary School.

We recognize that problems with materials, equipment and workmanship sometimes become apparent after the warranty period. We will respond to every warranty claim with an open mind even after the written warranty has expired, and arrive at a fair solution to the issue.

Financing Ability

32. The ESCO's project financing ability. Describe capability for carrying costs until completion of the installation of energy efficiency measures. Describe capability and willingness to fully finance project over a financing term including how the interest rate the ESCO would use is determined. Provide letters of commitment from funding sources or from ESCO's Chief Financial Officer if self-funded. Tax-exempt municipal lease financing does not qualify for ESCO financing ability.

Sunset is a financially strong 37-year old company. ESCO clients can be assured we have the staying power to stand behind our work through the performance period and beyond.

We can self-finance projects or facilitate the lending process for the client with financial partners. Generally, we do not view financing as a profit center, and will engage third party financing proposals through an RFP process. Risk and cost of capital will be addressed in a fair, responsible and sustainable manner. Terms, conditions, rates and fees will be negotiated based on the unique characteristics of each project.

Refer to the letters on pages 33 and 34 from our financial partners.

For the Bristol Court energy upgrade project, we secured $147,257 in incentives.

HERITAGEBANK
the quality bank

January 28, 2013

Mr. Brian Fluetsch
Sunset Air, Inc.
5210 Lacey Blvd SE
Lacey, WA 98503

Dear Mr. Fluetsch:

Heritage Bank is committed to work with you as a source of funding for the installation of energy and utility conservation measures. Heritage Bank is a state chartered commercial bank that has been in existence for more than 84 years. We have the willingness to provide flexible financing solutions when working with your clients on these projects.

In the past we have worked with municipal entities in providing financing solutions. We have various terms we can offer based on the clients cash flow for the project.

I will look forward to working with you on these projects in the future. Please contact me directly at 360/570-7370, or by email at Kevin.ekar@heritagebankNW.com.

Sincerely,

Kevin Ekar
SVP / Business Banker

Corporate Headquarters • 201 5th Avenue SW • Olympia, WA 98501 • (360) 943-1500 • www.HeritageBankWA.com
Member FDIC

Thurston First Bank

January 29, 2013

Brian Fluetsch, President
Sunset Air, Inc.
5210 Lacey Boulevard SE
Lacey, WA 98503

RE: Letter of Qualification for Financing from Thurston First Bank

Mr. Fluetsch,

Thurston First Bank is pleased to be a source of funding for energy and utility conservation projects submitted by Sunset Air, Inc. as part of the qualifications to become an Energy Services Company (ESCO). Each project will be evaluated separately.

Thurston First Bank is a commercial bank providing loans to small, medium and large businesses throughout Washington State. Our niche is dedicated client service to the professional business segment. The bank can provide financing for projects up to $2,100,000.

Our approval process is streamlined and we have a dedicated group of banking professionals to implement these loans.

Sincerely,

Tim Shute
VP Business Lending

360.528.4111
Fax 360.528.2154

P.O. Box 7877
Olympia, WA 98507-7877

204 Pear Street N.E.
Olympia, WA 98506
www.thurstonfirstbank.com

Member FDIC

APPENDICES

TABLE OF CONTENTS

Sunset Air
INCORPORATED
ENERGY SERVICES DIVISION

Joseph A. Bettridge, PE / LEED AP

Vice President - Director of Engineering

Education:

Bachelor of Science, Mechanical Engineering, Washington State University
Masters of Science, Mechanical Engineering, Washington State University

Professional Status/ Memberships:

- Licensed Professional Engineer: State of Washington, State of Oregon
- Licensed Professional Engineer: State of Washington
- LEED™ Accredited Design Professional: US Green Building Council
- ASHRAE (American Society of Heating, Refrigeration, & Air Conditioning Engineers) member
- International Conference of Building Officials: Commercial Energy Plans Examiner
- Washington Association of Building Officials Special Plans Examiner, Level 1

Responsibilities:

ESCO program manager, overall engineering management and design supervision on mechanical design/build efforts, energy auditing (private and public sectors), conceptual design/estimating, conceptual direct digital control system design and estimating. The engineering team led by Joe provides Energy Saving Performance Contracting (ESPC), LEED/green building consulting, energy saving analysis, document preparation, quality control monitoring, commissioning, and upon completion of the project, DDC control system operational training, and tracking of energy savings.

Experience:

Design & Design/Build estimating experience includes tribal, state leased office, federal design/build, IT & server room applications, general office, hotel/restaurants, lounge/bars, gaming/casinos, assembly/recreational halls, theaters, places of worship, hangers, schools, chemical and biomedical laboratories, hospital/surgery applications, skilled nursing facilities, assisted living facilities, manufacturing, industrial/commercial ventilation, environmental control rooms, veterinary hospitals, natatorium/pools, and indoor air quality applications.

Community Service:

- Engineering Mentor, Saint Martin's College of Engineering
- Past Washington State Code Council Technical Advisor Group (TAG) member for the following: Ventilation and Air Quality Code, Elevator Machine Room Cooling Code, and Washington State Energy Code

Sunset Air
INCORPORATED
ENERGY SERVICES DIVISION

Ryan M. Cuoio, PE / LEED AP

Energy Services Division Leader

Education:

Bachelor of Science, Mechanical Engineering, Western Washington University
Masters of Science, Civil Engineering, Saint Martin's University (currently enrolled)

Professional Status/ Memberships:

- Licensed Professional Engineer: State of Washington
- LEED™ Accredited Design Professional: US Green Building Council
- ASHRAE (American Society of Heating, Refrigeration, & Air Conditioning Engineers) member

Responsibilities:

Energy Services Division leader, energy services proposal generation, energy auditing, energy modeling, engineering and design on mechanical design/build efforts, conceptual design/estimating, conceptual direct digital control system design and estimating. LEED Specialist, renewable energy expert, in-house commissioning agent, constructability review, document preparation, and quality control monitoring.

Experience:

Energy Saving Performance Contracting (ESPC) on both public and private sector projects. Measurement and verification plan development and implementation. Design experience includes state leased office, federal design/build, general office, hotel/restaurants, lounge/bars, gaming/casinos, assembly/recreational halls, theaters, places of worship, hangers, schools, chemical and biomedical laboratories, hospital/surgery applications, skilled nursing facilities, assisted living facilities, manufacturing, industrial/commercial ventilation, environmental control rooms, veterinary hospitals, and indoor air quality applications.

Representative Projects:

- Shelton Civic Center ESPC Project - $425,600
- Willapa Valley Elementary ESPC Project - $220,175
- Lincoln Elementary ESPC Project - $213,500
- Centennial Elementary ESPC Project - $2,650,000
- Jefferson Middle School ESPC Project - $388,000
- Raymond K-12 ESP Proposal and OSPI Grant - $625,000
- Naselle K-12 ESP Proposal and OSPI Grant - $768,035
- City of Buckley IGA - $352,000
- City of Centralia IGA - $500,000
- Energy Reduction Project at 2425 Bristol Ct, Attorney General - $50,060
- Energy Reduction Project at 2430 Chandler Ct, Board of Industrial Appeals - $75,100
- Energy Reduction Project at Sunset Life Building, WA State Auditor - $34,780
- Energy Reduction Project at Northwest Harley Davidson - $12,400

Sunset Air
INCORPORATED
ENERGY SERVICES DIVISION

Ryan J. Pantier, EIT / LEED AP

Energy Services Engineer

Education:
Bachelor of Science, Civil Engineering, Saint Martin's University
Masters of Science, Engineering Management, Saint Martin's University

Professional Status/ Memberships:
- Engineer in Training – State of Washington
- LEED™ Accredited Design Professional: US Green Building Council

Responsibilities:
Energy Services Proposal development, auditing, energy modeling and cost/benefit analysis, marketing & proposal development, renewable energy, financing, conceptual design, utility incentives.

Experience:
Design experience includes state leased office, general office, assembly/recreational halls, places of worship, schools, manufacturing, industrial/commercial ventilation, veterinary hospitals, and indoor air quality applications.

Representative Projects:
- Shelton Civic Center ESPC Project - $425,600
- Willapa Valley Elementary ESPC Project - $220,175
- Lincoln Elementary ESPC Project - $213,500
- Centennial Elementary ESPC Project - $2,650,000
- Jefferson Middle School ESPC Project - $388,000
- Raymond K-12 ESP Proposal and OSPI Grant - $625,000
- Naselle K-12 ESP Proposal and OSPI Grant - $768,035
- City of Buckley IGA - $352,000
- City of Centralia IGA - $500,000
- Energy Reduction Project at 2425 Bristol Ct, Attorney General - $50,060
- Energy Reduction Project at 2430 Chandler Ct, Board of Industrial Appeals - $75,100
- Energy Reduction Project at Sunset Life Building, WA State Auditor - $34,780
- Energy Reduction Project at Northwest Harley Davidson - $12,400

Sunset Air
INCORPORATED
ENERGY SERVICES DIVISION

Stanley A. Johnson, CEM

Energy Services Engineer

Education: Bachelor of Science, Mechanical Engineering, Montana State University

Professional Status/ Memberships: Certified Energy Manager, Certified Building Commissioning Professional, Certified Measurement and Verification Professional, Tridium Certified, AEE Member, EIT

Responsibilities: Commissioning, measurement & verification, EMS design & programming, energy modeling, utility incentives, and design review.

Experience: Over 10 years of project experience at Sunset Air includes Energy Saving Performance Contracting (ESPC), state leased office space, federal, general office, hotel/restaurants, lounge/bars, gaming/casinos, assembly/recreational halls, theaters, places of worship, metal shops, schools, chemical laboratories, hospital/surgery applications, skilled nursing facilities, manufacturing, industrial/commercial ventilation, server rooms, natatorium/pools, and indoor air quality applications.

Representative Projects:

Selected EMS Design & Programming Experience

- Dow Chemical Lab, Elma, WA
- Hazelwood YMCA, Silverdale, WA
- St. Martin's Engineering Building, Lacey, WA
- Olympia Orthopedics, Olympia, WA
- Shelton Public Library, Shelton, WA
- Shelton City Hall, Shelton, WA
- Starbucks Tazo Tea Manufacturing Facility, Kent, WA
- St. Michael's Parish School, Olympia, WA
- Nighthawk LPOE, Nighthawk, WA
- Bellarmine Prep Gymnasium and Classrooms, Tacoma, WA

Selected Commissioning Experience

- Olympia Federal Credit Union, Belfair, WA
- Healthy Future Pediatrics, Olympia, WA
- Town Square Office Buildings 1,2,3,4, Olympia, WA
- Hands On Children's Museum, Olympia, WA
- Panorama Auditorium, Lacey, WA

Selected Rebate & Energy Modeling Experience

- Cherry St. Office Building, Olympia, WA; PSE Rebate = $201,000
- Airdustrial Office Building, Olympia, WA; PSE Rebate = $190,000
- Sunset Air Office Building, Olympia, WA; PSE Rebate = $8,675
- Parsons Office Building, Tumwater, WA; PSE Rebate = $91,000

Sunset Air
INCORPORATED
ENERGY SERVICES DIVISION

Kim A. Dinsmore

Executive Vice President - Commercial Division

Education: Bachelor of Arts, Environmental Science, Central Washington University

Responsibilities: Manage Commercial Sales efforts, including design/build, plan and specification, and commercial service sales. Coordinate in-house engineering division, project management, in-house manufacturing, and management of field personnel to assure a consistent high quality product. Kim works with the management team on all facets of company operations.

Experience: 30+ years with Sunset Air Inc. working in all areas of Company Operations. Managing Residential Sales, Service Sales, and Commercial Sales. Beginning in 1985, heading up the Commercial Department. Design and management experience includes state leased space, general office, restaurants, hotels, public/institutional facilities, manufacturing, and nursing facilities.

Representative Projects:

Department of Transportation Headquarters Building Energy Renovation. Abacus Engineers selected Sunset Air for the installation of new HVAC systems for a 450,000 square foot remodel of state office space. The many challenges to this project included complete demolition and reinstallation of the systems in a six month time frame while the building was occupied. All work was done at night and the space was restored to order before the employees reported for the next day's work.

Cardinal Glass Manufacturing Facility, Olympia, WA. Selected for design/build team for this 200,000 sf manufacturing facility and office. Large roof top direct-fired makeup air units providing ventilation and heating. Challenges included proper selection of equipment, helicopter placement of roof top units, and installing cooling ventilation system to cool tempered glass coming off the assembly line.

Aska Plastics Company. Design/build HVAC services for 15,000 sf high-tech plastic molding injection facility. Project was fast track from the beginning, and featured specialized refrigeration to cool sophisticated plastic injection mold machines. Special challenges included the language barrier with executives of foreign owned company, and finding the proper cooling equipment for the plastic injection process, which was obtained from Vancouver, BC.

Sunset Air
INCORPORATED
ENERGY SERVICES DIVISION

Pat R. S. Cole

Senior Construction Project Manager

Education: Bachelor of Arts, Energy Systems and Policy, The Evergreen State College

Experience: Pat has been employed at Sunset Air Inc. as Project Manager for 24 years. He has working knowledge of all aspects of commercial HVAC including equipment selection and function, construction methods, indoor air quality, DDC controls, seismic systems and jobsite safety. He was previously a general contractor with his own business.

Responsibilities: Pat is the Senior Commercial Project Manager for Sunset Air. He is responsible for complete project management from contract document review to final close-out. Throughout construction, Pat will monitor the project, attend construction meetings, represent Sunset Air, insure proper flow of materials and labor, insure the schedule is met, and facilitate project close-out. Pat is authorized to make any decisions necessary to keep the job moving with respect to scope, materials, costs and changes.

Representative Projects:

Selected Design/Build Projects

- Cherry St. Plaza, Olympia, WA - $2,022,000
- St. Patrick's School, Tacoma, WA - $420,000
- Olympia Hands-On Children's Museum, Olympia, WA - $644,000
- Market Plaza Office Building, Olympia, WA - $500,000
- Airdustrial Office Building, Olympia, WA - $1,777,000
- Point Plaza 1 – 4, Tumwater, WA - $1,200,000
- Little Creek Casino Expansion, Shelton, WA - $1,038,000
- Center For Health Promotion & Preventive Medicine, Ft. Lewis, WA - $465,000
- TRA, Tacoma, WA - $448,000
- St. Martin's Engineering Building, Lacey, WA - $970,000

Selected Engineered Projects

- Forks DNR HVAC Upgrade (as G.C.), Forks, WA - $500,000
- Aberdeen Police Station and Community Center, Aberdeen, WA - $309,000
- Department of Transportation Retrofit, Olympia, WA - $717,000
- Washington Light Industrial Park, Tumwater, WA - $942,000
- Olympia Westside Elementary School, Olympia, WA - $504,000
- Chester Thompson Elementary School, Puyallup, WA - $573,000
- Centennial Elementary (as G.C., ESCO), Olympia, WA - $2,250,000
- Aberdeen High School, Aberdeen, WA - $8,744,000
- Tacoma Fume Hoods (as G.C.), Tacoma, WA - $266,000

Sunset Air
INCORPORATED
ENERGY SERVICES DIVISION

Jacob S. Alexander

Commercial Project Manager

Education: Bachelor of Arts, Business Management, The Evergreen State College

Experience: Jacob has been employed at Sunset Air Inc. as Project Manager for 10 years. He has working knowledge of all aspects of commercial HVAC including equipment selection and function, construction methods, indoor air quality, DDC controls, seismic systems and jobsite safety. He has previous field experience in construction and managing crews with specialty contractors.

Responsibilities: Jacob is a Commercial Project Manager for Sunset Air. He is responsible for complete project management from contract document review to final close-out. Throughout construction, Jacob will monitor the project, attend construction meetings, represent Sunset Air, insure proper flow of materials and labor, insure the schedule is met, and facilitate project close-out. Jacob is authorized to make any decisions necessary to keep the job moving with respect to scope, materials, costs and changes.

Representative Projects:

Selected Design/Build Projects

- SPSCC Automotive Shop, Olympia, WA - $650,000
- Family Service Support Center, Seattle, WA - $1,028,000
- Bellarmine Prep Gymnasium Addition, Tacoma, WA - $748,000
- Hazelwood YMCA, Silverdale, WA - $1,398,000
- I-5 Toyota, Chehalis, WA - $218,000
- TVW Media Center, Olympia, WA - $344,000
- Walker Building Condos, Tacoma, WA - $453,000
- Nighthawk Border Cross Station, Nighthawk, WA - $401,000
- Northwest Eye Office Building, Tacoma, WA - $395,000

Selected Engineered Projects

- Puyallup High School, Puyallup, WA - $377,000
- Cherberg Office Building Remodel, Olympia, WA - $1,002,000
- P-364 Office Building, Bangor, WA - $1,035,000
- Tumwater School District Office Building, Tumwater, WA - $280,000
- Washington Middle School, Olympia, WA - $372,000
- Mason County Public Works Facility, Shelton, WA -$545,000
- McChord 1405 Office Building, McChord, WA - $601,000
- Jefferson Middle School Remodel, Olympia, WA - $460,000
- Ritchie Brothers Auction Complex, Chehalis, WA - $478,000
- Starbucks Tazo Tea Roasting Facility, Kent, WA - $480,000

ARCHITECT - ENGINEER QUALIFICATIONS

PART I - CONTRACT-SPECIFIC QUALIFICATIONS

A. CONTRACT INFORMATION

1. TITLE AND LOCATION *(City and State)* **DES ENERGY PROGRAM ESCO PREQUALIFICATION FOR CONTRACTS STATEWIDE**

2. PUBLIC NOTICE DATE **JANUARY 23, 2013**	3. SOLICITATION OR PROJECT NUMBER **2013-133**

B. ARCHITECT-ENGINEER POINT OF CONTACT

4. NAME AND TITLE **Joseph A. Bettridge, PE/LEED AP, Vice President – Director of Engineering**

5. NAME OF FIRM **Sunset Air Inc.**

6. TELEPHONE NUMBER **360-456-4956**	7. FAX NUMBER **360-456-6053**	8. E-MAIL ADDRESS **jab@sunsetair.com**

C. PROPOSED TEAM

(Complete this section for the prime contractor and all key subcontractors.)

	(Check) PRIME	J-V PARTNER	SUBCON-TRACTOR	9. FIRM NAME	10. ADDRESS	11. ROLE IN THIS CONTRACT
a	X			**Sunset Air Inc.** ☐ CHECK IF BRANCH OFFICE	**5210 Lacey Blvd Lacey WA 98503**	**Prime Engineering Consultant/Contractor**

D. ORGANIZATIONAL CHART OF PROPOSED TEAM ☐ *(Attached)*

STANDARD FORM 330 (6/2004) **PAGE 1**

REFER TO STATEMENT OF QUALIFICATIONS SUBMITTED FOR THIS PROJECT
DATED FEBRUARY 20, 2013

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME	13. ROLE IN THIS CONTRACT	14. YEARS EXPERIENCE	
		a. TOTAL	b. WITH CURRENT FIRM
Joseph A. Bettridge, PE 	**Project Executive** Vice-President Engineer of Record Engineering Manager LEED AP Energy Services/ESCO Manager	19	19

15. FIRM NAME AND LOCATION (City and State

Sunset Air Inc. – Lacey, WA

16. EDUCATION (DEGREE AND SPECIALIZATION)	17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE)
BS/Mechanical Engineering MS/Mechanical Engineering Specialization in HVAC & Sustainability/LEED	Washington/Mechanical PE Oregon/Mechanical PE

18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)

Sunset Air ESCO Program Manager for DES Energy Program
US Green Building Council – LEED Accredited Design Prof.
ASHRAE Member
International Conf of Bldg Officials: Commercial Energy Plans Examiner
WA Assoc of Bldg Officials, Special Plans Examiner, Level 1
Managed LEED process for the first LEED Platinum project in the state – Washington Public Utility District Association

19. RELEVANT PROJECTS

a

(1) TITLE AND LOCATION *(City and State)*	(2) YEAR COMPLETED	
	PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
Shelton Civic Center – Shelton, WA	2011	2012

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE — [X] Check if project performed with current firm

Project Executive for replacement of three rooftop packaged units. Complete DDC control system upgrade, taking advantage of current industry best practices. Retrofit of existing skylights to improve energy efficiency. Use of demand-controlled ventilation throughout the building and massive reduction of simultaneous heating and cooling. 38,000 SF office space - $425,660

b

(1) TITLE AND LOCATION *(City and State)*	(2) YEAR COMPLETED	
	PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
Willapa Valley Elementary School – Raymond, WA	2012	2012

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE — [X] Check if project performed with current firm

Project Executive for replacement of oil-fired boiler with HP technology and heat recovery ventilators for ventilation. New ductless split heat pumps in classrooms utilize built-in occupancy sensor to control set back. Separation of the ventilation system from the heating system allows for 25% reduction in overall ventilation rates. Installation of R-30 crawlspace insulation to improve thermal efficiency of building envelope. 14,000 SF elementary school - $220,175

c

(1) TITLE AND LOCATION *(City and State)*	(2) YEAR COMPLETED	
	PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
Jefferson Middle School – Olympia, WA	2012	2012

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE — [X] Check if project performed with current firm

Project Executive for replacement of old/failing gas furnaces with new high-efficiency gas furnaces. Ducting modifications in the gym in order to fully utilize existing heat recovery unit. Upgrade of existing DDC control system to incorporate current industry best practices. Utilization of demand controlled ventilation throughout the entire building. 93,000 SF middle school - $388,000.

d

(1) TITLE AND LOCATION *(City and State)*	(2) YEAR COMPLETED	
	PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
2425 Bristol Court, Attorney General – Olympia, WA	2010	2010

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE — [X] Check if project performed with current firm

Project Executive for upgrading existing DDC control system to incorporate current industry best practices including discharge air temperature reset, duct static pressure reset, optimum start functionality, occupied building warm-up using gas heating section at main roof top unit, and accurate building pressure control. Project had a savings goal of $15k to $20k per year and achieved over $58k in the first two years. 54,750 SF office space - $50,060.

e

(1) TITLE AND LOCATION *(City and State)*	(2) YEAR COMPLETED	
	PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
2430 Chandler Ct, Board of Industrial Ins. Appeals – Olympia, WA	2010	2010

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE — [X] Check if project performed with current firm

Project executive for upgrading existing DDC control system to incorporate current industry best practices including optimum start functionality and accurate building pressure control. Replaced failing economizer on both roof top units. Reprogram existing CO2 sensors and integrate with new DDC control system. Project had a savings goal of $6k to $8k per year and saved over $27k in the first two years. 48,875 SF office space - $75,100.

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME	13. ROLE IN THIS CONTRACT	14. YEARS EXPERIENCE	
		a. TOTAL	b. WITH CURRENT FIRM
Ryan M. Cuoio, PE 	**Energy Services** Energy Services Division Leader Energy Modeling Energy Audit Proposal Development Measurement & Verification	9.5	9.5

15. FIRM NAME AND LOCATION (City and State

Sunset Air Inc. – Lacey, WA

16. EDUCATION (DEGREE AND SPECIALIZATION)	17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE)
BS/Mechanical Engineering MS/Civil Engineering	Washington/PE

18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)

US Green Building Council – LEED Accredited Design Prof. ASHRAE Member

19. RELEVANT PROJECTS

a

(1) TITLE AND LOCATION *(City and State)*

Centennial Elementary School – Olympia, WA

(2) YEAR COMPLETED	
PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
2012	2012

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE

[X] Check if project performed with current firm

Replacement of electric furnaces with high efficiency gas furnaces. Complete replacement of failing fiberglass ducting system with sheet metal ductwork. Installation of mechanical platforms in order to drastically improve equipment access. Upgrade of existing DDC control system to incorporate current industry best practices. Utilization of demand controlled ventilation throughout the building. 58,000 SF elementary school - $2,650,000. Ryan's role was Energy Services.

b

(1) TITLE AND LOCATION *(City and State)*

Lincoln Elementary School – Olympia, WA

(2) YEAR COMPLETED	
PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
2012	2012

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE

[X] Check if project performed with current firm

Replacement of old gas-fired boilers with new high-efficiency, gas-fired boilers. Installation of VFDs on boiler pumps to allow pumps to be dialed back based upon differential pressure. Upgrade of existing control system to incorporate industry best practices. Utilization of demand controlled ventilation throughout the building. 46,500 SF elementary school - $213,500. Ryan's role was Energy Services.

c

(1) TITLE AND LOCATION *(City and State)*

Sunset Life Building, WA State Auditor – Tumwater, WA

(2) YEAR COMPLETED	
PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
2010	2010

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE

[X] Check if project performed with current firm

This project upgraded boiler controls to allow for outside air reset control of hydronic loop supply temperature. Upgraded DDC control system to incorporate current industry best practices including discharge air temperature reset for all VAV systems, duct static pressure reset for all VAV systems, and optimum start functionality. Upgraded all economizers to dual enthalpy type. Reduce simultaneous heating and cooling with better zoning and sensor location. Project had a savings goal of $25k to $30k per year and has achieved over $86k the first two years. 38,000 SF office space - $34,780. Ryan's role was Energy Services.

d

(1) TITLE AND LOCATION *(City and State)*

Northwest Harley Davidson – Lacey, WA

(2) YEAR COMPLETED	
PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
2010	2010

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE

[X] Check if project performed with current firm

Implementation of optimum start functionality for all HVAC equipment. Installation of demand controlled ventilation throughout the building. Repair non-functional economizers. Provide optimal override control options for occupant comfort while maintaining energy efficiency during unoccupied periods. Project had a savings goal of $8k to $10k per year and achieved more than $18k in the first two years. 16,000 SF office/retail space - $12,400. Ryan's role was Energy Services.

e

(1) TITLE AND LOCATION *(City and State)*

Wash. Public Utility Districts Assoc. Office Bldg – Olympia, WA

(2) YEAR COMPLETED	
PROFESSIONAL SERVICES	CONSTRUCTION *(If Applicable)*
2007	2007

(3) BRIEF DESCRIPTION *(Brief scope, size, cost, etc.)* AND SPECIFIC ROLE

[X] Check if project performed with current firm

Design/build of an HVAC and Energy Management System. Energy savings features include the largest Photo Voltaic Array in Western Washington (32 Kw Nominal), high-efficiency air source heat pumps, and demand control ventilation. Sunset was the engineer of record, managed the LEED process, provided energy modeling and life cycle costing, and energy management/ DDC team. 12,000 SF State-leased office building with structured parking - $2.5 million. Ryan's role was Energy Services.

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 1

E. TITLE AND LOCATION (City and State)

Shelton Civic Center – Shelton, WA

F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
2011	2012
04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
City of Shelton	*Curt Johnson (Facilities Manager)*	*360-490-4544*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Replacement of three rooftop packaged units. Complete DDC control system upgrade taking advantage of current industry best practices. Retrofit of existing skylights to improve energy efficiency. Use of demand-controlled ventilation throughout the building and massive reduction of simultaneous heating and cooling.

38,000 SF office space - $425,660

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 2

E. TITLE AND LOCATION (City and State)

Willapa Valley Elementary School – Raymond, WA

F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
2012 04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	2012

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Willapa Valley School District	*Rob Friese (District Superintendent)*	*360-942-5855*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Replacement of oil-fired boiler with HP technology and heat recovery ventilators for ventilation. New ductless split heat pumps in classrooms utilize built-in occupancy sensor to control set back. Separation of the ventilation system from the heating system allows for 25% reduction in overall ventilation rates. Installation of R-30 crawlspace insulation to improve thermal efficiency of building envelope.

14,000 SF elementary school - $220,175

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 3

E. TITLE AND LOCATION (City and State)

Jefferson Middle School – Olympia, WA

F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
2012 04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	2012

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Olympia School District	*Paul Clark (District Project Manager)*	*360-596-8567*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Replacement of old/failing gas furnaces with new high-efficiency gas furnaces. Ducting modifications in the gym in order to fully utilize existing heat recovery unit. Upgrade of existing DDC control system to incorporate current industry best practices. Utilization of demand controlled ventilation throughout the entire building.

93,000 SF middle school - $388,000

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 4

E. TITLE AND LOCATION (City and State)	F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
 ***Centennial Elementary School – Olympia, WA***	2012 04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	2012

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Olympia School District	*Paul Clark (District Project Manager)*	*360-596-8567*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Replacement of electric furnaces with high efficiency gas furnaces. Complete replacement of failing fiberglass ducting system with sheet metal ductwork. Installation of mechanical platforms in order to drastically improve equipment access. Upgrade of existing DDC control system to incorporate current industry best practices. Utilization of demand controlled ventilation throughout the building.

58,000 SF elementary school - $2,650,000

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 5

E. TITLE AND LOCATION (City and State)

Lincoln Elementary School – Olympia, WA

F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
2012 04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	2012

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Olympia School District	*Paul Clark (District Project Manager)*	*360-596-8567*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Replacement of old gas-fired boilers with new high-efficiency, gas-fired boilers. Installation of VFDs on boiler pumps to allow pumps to be dialed back based upon differential pressure. Upgrade of existing control system to incorporate industry best practices. Utilization of demand controlled ventilation throughout the building.

46,500 SF elementary school - $213,500

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 6

E. TITLE AND LOCATION (City and State)	F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
 ***2425 Bristol Court, Attorney General – Olympia, WA***	2010 04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	2010

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Drebick Investments	*John Drebick (Owner)*	*360-791-1866*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Upgrade existing DDC control system to incorporate current industry best practices including discharge air temperature reset, duct static pressure reset, optimum start functionality, occupied building warm-up using gas heating section at main roof top unit, and accurate building pressure control. Project had a savings goal of $15k to $20k per year and achieved over $58k in the first two years.

54,750 SF office space - $50,060

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 7

E. TITLE AND LOCATION (City and State)	F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
 ***2430 Chandler Court, Board of Industrial Insurance Appeals – Olympia, WA***	2010 04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	2010

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Drebick Investments	*John Drebick (Owner)*	*360-791-1866*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Upgrade existing DDC control system to incorporate current industry best practices including optimum start functionality and accurate building pressure control. Replace failing economizer on both roof top units. Reprogram existing CO2 sensors and integrate with new DDC control system. Project had a savings goal of $6k to $8k per year and saved over $27k in the first two years.

48,875 SF office space - $75,100

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 8

E. TITLE AND LOCATION (City and State)

Sunset Life Building, WA State Auditor – Tumwater, WA

F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
2010 04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	2010

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Kaufman Brothers Development	*Theresa Wall (Owner)*	*360-491-5230*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Upgrade boiler controls to allow for outside air reset control of hydronic loop supply temperature. Upgrade DDC control system to incorporate current industry best practices including discharge air temperature reset for all VAV systems, duct static pressure reset for all VAV systems, and optimum start functionality. Upgrade all economizers to dual enthalpy type. Reduce simultaneous heating and cooling with better zoning and sensor location. Project had a savings goal of $25k to $30k per year and achieved over $86k the first two years.

38,000 SF office space - $34,780

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 9

E. TITLE AND LOCATION (City and State)

Northwest Harley Davidson – Lacey, WA

F. YEAR COMPLETED PROFESSIONAL SERVICES	G. YEAR COMPLETED CONSTRUCTION (if applicable)
2010 04 – Mechanical Engineer 29 – Value Engineering 33 – Energy Management	2010

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Prime Time Partners	*Joe Deck (CFO)*	*360-705-8515*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Implementation of optimum start functionality for all HVAC equipment. Installation of demand controlled ventilation throughout the building. Repair non-functional economizers. Provide optimal override control options for occupant comfort while maintaining energy efficiency during unoccupied periods. Project had a savings goal of $8k to $10k per year and achieved more than $18k in the first two years.

16,000 SF office/retail space - $12,400

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER 10

E. TITLE AND LOCATION (City and State)

Washington Public Utility Districts Association Office Building – Olympia, WA

F. YEAR COMPLETED PROFESSIONAL SERVICES

2007

04 – Mechanical Engineer

29 – Value Engineering

33 – Energy Management

G. YEAR COMPLETED CONSTRUCTION (if applicable)

2007

23. PROJECT OWNER'S INFORMATION

a. PROJECT OWNER	b. POINT OF CONTACT	c. POINT OF CONTACT TELEPHONE NUMBER
Washington Public Utility Districts Association	*George Caan (Executive Director)*	*360-741-2675*

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*

Design/build of HVAC and Energy Management System. Energy savings features include the largest Photo Voltaic Array in Western Washington (32 Kw Nominal), high-efficiency air source heat pumps, and demand control ventilation. Sunset was the engineer of record, managed the LEED process, provided energy modeling and life cycle costing, and energy management/DDC team.

12,000 SF State-leased office building with structured parking. $2.5 million.

As part of the LEED process, an independent commissioning agent was hired to independently review and inspect the design and function of our systems. Here are a few comments from that independent agent.

"It was a pleasure working with all of you on the project, and I am very pleased that building and systems are working so well. The energy performance of the facility is extremely good; there is not much more you could do to further improve upon your low energy cost."
Larry N. Storset, PE, LNS Engineers, Inc.

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT			
	(1) FIRM NAME	(2) FIRM LOCATION *(City and State)*	(3) ROLE
a.	**Sunset Air Inc.**	**Lacey WA**	**Design/Build Mechanical, LEED**
b.	(1) FIRM NAME	(2) FIRM LOCATION *(City and State)*	(3) ROLE
c.	(1) FIRM NAME	(2) FIRM LOCATION *(City and State)*	(3) ROLE
d.	(1) FIRM NAME	(2) FIRM LOCATION *(City and State)*	(3) ROLE
e.	(1) FIRM NAME	(2) FIRM LOCATION *(City and State)*	(3) ROLE
f.	(1) FIRM NAME	(2) FIRM LOCATION *(City and State)*	(3) ROLE

G. KEY PERSONNEL PARTICIPATION IN EXAMPLE PROJECTS

26. NAMES OF KEY PERSONNEL (From Section E, Block 12)	27. ROLE IN THIS CONTRACT (From Section E, Block 13)	28. EXAMPLE PROJECTS (Fill in "Example Projects Key" section below before completing table. Place "X" under project key number for participation in same or similar role.)									
		1	2	3	4	5	6	7	8	9	10
Joseph A. Bettridge, PE	**Project Executive**	X	X	X	X	X	X	X	X	X	X
Ryan M. Cuoio, PE	**Energy Services**	X	X	X	X	X	X	X	X	X	X

29. EXAMPLE PROJECTS KEY

NO.	TITLE OF EXAMPLE PROJECT (FROM SECTION F)	NO.	TITLE OF EXAMPLE PROJECT (FROM SECTION F)
1	**Shelton Civic Center**	6	***2425 Bristol Court, Attorney General***
2	**Willapa Valley Elementary School**	7	***2430 Chandler Court, Board of Industrial Appeals***
3	**Jefferson Middle School**	8	***Sunset Life, Washington State Auditor***
4	**Centennial Elementary School**	9	***Northwest Harley Davidson***
5	**Lincoln Elementary School**	10	***Washington Public Utility Districts Association***

I. AUTHORIZED REPRESENTATIVE

The foregoing is a statement of facts.

31. SIGNATURE 

32. DATE **02/20/13**

33. NAME AND TITLE Joseph A. Bettridge, PE/LEED AP, Vice President – Director of Engineering

H. ADDITIONAL INFORMATION

30. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE AGENCY. ATTACH ADDITIONAL SHEETS AS NEEDED.

Refer to Statement of Qualifications submitted for DES project 2013-133, dated February 20, 2013. SOQ includes additional company and personnel qualifications, additional project lists and other qualifications.

Contents: